

## Message Text

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PAGE 01 BUJUMB 00755 270553Z

13

ACTION EB-11

INFO OCT-01 AF-10 ADP-00 SS-15 CIAE-00 INR-10 NSAE-00

RSC-01 RSR-01 /049 W

----- 068609

R 261330Z JUL 73

FM AMEMBASSY BUJUMBURA

TO SECSTATE WASHDC 3830

USDOC WASHDC

UNCLAS BUJUMBURA 0755

FOR SECRETARY DENT AND UNDER SECRETARY CASEY FROM AMBASSADOR

E.O. 11652: N/A

TAGS: BEXP,

SUBJECT: AGENDA SUGGESTIONS FOR DENT/CASEY MEETINGS

REF STATE 141993

1. APPRECIATE OPPORTUNITY TO COMMENT ON POSSIBLE AGENDA  
ITEMS FOR AUGUST 13 FOR FOLLOWING MEETING.

2. EMBASSY HAS MADE STRONG EFFORT OVER PAST YEAR TO  
STIMULATE AMERICAN EXPORTS TO MINISCULE MARKET OF BURUNDI.  
INITIAL RESPONSE EXCELLENT ALTHOUGH IMMEDIATE RESULTS IN  
TERMS SALES PRG E TO BE LESS, DUE PRIMARILY TO POLITICAL  
AND ECONOMIC UNSTABILITY IN LAST FIVE MONTHS. WOULD  
NEVERTHELESS LIKE TO POINT OUT THAT BOTH EMBASSY AND LOCAL  
MERCHANTS DISAPPOINTED WITH RESPONSE BY AMERICAN  
FIRMS TO BURUNDI INQUIRIES DISTRIBUTED THROUGH SERVICES OF  
DEPARTMENT OF COMMERCE. IN NUMBER OF CASES, THIS HAS  
REFLECTED FAILURE ON PART OF AMERICAN FIRMS TO READ  
SPECIFICATIONS DISSEMINATED BY COMMERCE, WITH CONSEQUENT  
FRAYED TERMPERS AND LOSS NPBSF TIME, WHILE US SUPPLIERS  
REQUEST INFORMATION ALREADY PROVIDED BY PROSPECTIVE  
IMPORTER. FAILURE TO SUPPLY CATALOGS OR IN SOME CASES  
TO ANSWER SUBSEQUENT CORRESPONDENCE HAS ALSO BEEN  
EMBARRASSING AND HAS LED TO REVERSION TO TRADITIONAL

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SOURCES OF SUPPLY.

3. SUSPECT ABOVE PROBLEMS ARE PART OF OVERALL DILEMMA OF HOW TO STIMULATE EXPORT CONSCIOUSNESS OF AMERICAN BUSINESS. US GOODS NOW HAVE BUILT IN ADVANTAGE OF UNDERVALUED DOLLAR AND LARGE ESTABLISHED EXPORTERS CAN PRESUMABLY MAKE HAY. IF US IS TO USE THIS ADVANTAGE TO CARVE OUT A PLACE FOR ITSELF IN SMALLER MARKETS, TRADITIONALLY DOMINATED BY OTHER SUPPLIERS, HOWEVER, WOULD APPEAR THAT EFFORTS SUCH AS ITEMS C AND D OF PARA ONE REFTEL WILL HAVE TO BE POINTS OF MAJOR CONCENTRATION.

4. WISH EXPRESS APPRECIATION FOR OUTSTANDING EFFORTS OF DEPARTMENT OF COMMERCE TO BACKSTOP US IN BURUNDI PROMOTION.YOST

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 26 JUL 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Event:**  
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**Subject:** AGENDA SUGGESTIONS FOR DENT/CASEY MEETINGS  
**TAGS:** BEXP  
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**Type:** TE  
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